

Cereal Growers Association

Quarterly Project Report July – September 2011) – Draft

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Executive Summary

The main objective of this grant is to build on the successes of the 1st Grant that had lasted from October 2009-November 2010 and whose main objective was to “improve the grain marketing systems through establishing group-based Model Satellite Stores (MoSS) to enhance marketing opportunities for small-scale farmers.” The storage facilities so developed are used by the Farmer Based Organizations (FBOs) as model centres for joint grain bulking, quality control and as hubs for market information. The grant seeks to address the challenges of fragmented / individualized marketing, high post harvest losses, inadequate market information and over-reliance on maize as a staple food. The project areas are the districts of Trans Mara (Kenya) and Kongwa (Tanzania).

During the quarter CGA used the Seasonal Production Projection (SPP) tool to assess the stocks that would be available for sale in Trans Mara and Kongwa. This tool was also used to give an indication of the food security situation in the region. The findings showed that Trans Mara had surplus maize and beans food items for sale through WFP- P4P and other markets. A total of 37 FOs were surveyed out of 54 where 1,415 farmers were reached (663 being women) in Trans Mara. The results show that the 1,415 farmers had a surplus of 4210 MT of maize and beans combined (402 MT being beans). In Kongwa, a total of 91 groups were reached out of 135 and a total of 1,123 farmers (604 being women) gave details of the maize stocks available. The production projection stands at 3,260.6 MT (detailed SPP reports have been attached).

CGA also linked the farmers to seed suppliers such as Pannar Seed Company and Olerai Ltd for the supply of the hybrid maize seed for the short season in Trans Mara. This is was as result of a shortage of the high altitude series hybrid maize seed from Kenya Seed Company which is commonly grown in Trans Mara. The shortage was spread throughout the country. Through this linkage, the farmers are now open to other improved varieties from other seed companies unlike previously.

The outreach activities covered under this quarter were mainly: on-spot coaching of the Farmer Organizations (FOs) members on grain quality & stores management at the bulking centers, explanation on the modalities of the Forward Delivery Contract (FDC) by UN WFP – P4P. In Trans Mara 181 farmers were directly reached where 75 or 41% were women. In Kongwa, Tanzania, a total of eight (8) grass root level meetings were held. The total attendance was 563 farmers with 277 or 49% being women.

A total of 42 (20 or 47% of them being female) FBO members were trained in two (2) ToTs on Ware house Management and Farmer Organization (FOs) Record Keeping Management, all conducted in Kibaigwa, Tanzania. In Trans Mara, CGA conducted training on PHH from 6th-9th September where a total of 109 farmers, 47 being women were reached. The EAC Harmonized Maize standards leaflets were also distributed to the farmers during this training. A joint effort by CGA field staff and WFP team conducted gender sensitization and awareness roll out village level trainings where a total of 92 farmers attended with 47 being women. The Sensitization was on how women can be more involved in leadership and decision making processes on group agricultural and marketing activities. The result of the intervention will see more women taking leadership positions at group level and beyond and even more women will be active in making decisions for the progress of their joint group

activities including marketing. This was from 20th – 23rd September, 2011.

Due to the persistent and inadequate access to suitable storage structures in most of Trans Mara, CGA facilitated the linkage of the FOs to suitable grassroots level stores. Ndanai Umbrella leased store space at NCPB, Ndanai while Romosha Farmers Association members are paying for the store and Tangi Cereal Growers and Nabul Akiti were supported by CGA to lease a 52MT capacity store at Indonyo Nkopit, Keiyan.

Through P4P two FBOs were loaned three tarpaulins, 1 weighing scale and a generator CGA through the USAID COMPETE support loaned FBOs in Trans Mara in the four bulking centers; three (3) collapsible drier kits, one (1) moisture metre, one (1) Weighing scale, two sieves, two (2) tarpaulins and pallets. Five thousand empty 90 Kgs gunny bags were also provided to all bulking centers to ease the congestion during aggregation. In Kongwa, the effort has been put to repairs of the available village storage facilities in Pandambili, Hogolo and Lenjulu stores. To date two stores (Pandambili and Lenjulu) have been registered under class C.

The delivery to WFP P4P through the FDC contract is under implementation and much of the supply (1100MT) is expected to be fulfilled over the month of October 2011. By the end of September 38.5MT of beans worth US\$ 27,847 had been uplifted. However 27.9MT of beans, 218MT and 135MT of maize were under fumigation and rebagging respectively. A further 146MT of Maize and 67MT of beans were ready for sampling and/or rebagging. Meanwhile the farmers made joint sales to traders, schools and other institutions to a tune of US\$ 450,051 for 1150MT of Maize and US\$ 18,443 of 27.66MT for beans. The National Cereals and produce Board (NCPB has leased a store at Oldonyo Orok where the farmers are delivering at Kshs. 3,000 per 90kg bag. So far only 9.73MT has been delivered.

In Kongwa, Tanzania the Cereal Growers of Kongwa (CGOK) was awarded the first tender of 65MT. Later CGOK was awarded an additional tender of 220 MT. 65MT has been delivered and paid while 150MT part of 220MT has been delivered and the payment is being process.

Details of Accomplishments for the period

1. Strengthening of capacity of FBOs through Trainings

a) Outreach activities

The outreach activities covered under this quarter were mainly; on spot coaching of the Farmer Organizations (FOs) members on grain quality & stores management at the bulking centers, explanation on the modalities of the Forward Delivery Contract (FDC) and pricing through the Kenya Agricultural commodity exchange. The meetings and trainings were held at group level and at bulking centers. 181 farmers were directly reached where 75 or 41% were women.

In Kongwa, Tanzania, a total of Eight (8) grass root level meetings were held at eight different villages (Pandambili, Hembahemba, Kibaigwa, Lenjulu, Mkoka, Matongolo, Hogolo and Songambe) to discuss on the quality standards and the effects of aflatoxin. It was during these village level training and meetings that the Kiswahili Version of the EAC Harmonized Maize Standards leaflets were distributed. The total attendance was 563 farmers with 277 or 49% being women way beyond the target of 480 farmers.

Summary of trainings/meetings held during the quarter in Trans Mara

FOs Contacted	Title of training/meeting	Topic discussed/covered	Venue / Date	No. of participants		
				Female	male	Total
-Romosha -Naretisho -Ilimirisho	Stores Management	-Store management committee -Funds for building new store - stores construction BQ	Romosha Thursday 18/08/2011	9	11	21
-Olomasani -Kimermeru -Olomasani youth group	Organizational Development	-Leadership & group Management -Formation of umbrella group -Records keeping	Abbosi Thursday 25/08/2011	17	11	29
-Ramat women group -Naramat women group	-Group Management / dynamics and leadership	-Leadership -Gender Mainstreaming- (women taking leadership positions)	Oldonyo - Rasha Wednesday 07/09/2011	13	3	16

FOs Contacted	Title of training/ meeting	Topic discussed/ covered	Venue / Date	No. of participants		
				Female	male	Total
-Koptigei widows -Keturo -Rotet Women group	- Group Dynamics	-Umbrella formation - Explanation of FDC contracts to Koptigei widows	Angata Wednesday 26/09/2011	10	6	16
-Ndanai - Lolgorian -Romosha -Naretisho - Oldonyo Orok -Olaitong -Koptigei -Angata -Keturo -Rotet -Tangi -Ogilgei Youth -Maendeleo	-WFP Procurement Modalities/ Understanding FDC	-P4P overview and objectives -Procurement modalities – FDC emphasized -WFP loaned equipment and graduation strategy -Gender issues across the value chain -Price negotiations	Ndanai (08/08/11) Oldonyo (09/08/11) Olopi (10/08/11) Romosha (11/08/11) Keiyan (11/08/11) Sub total	13 3 3 4 3 26	18 29 9 9 8 73	31 32 12 13 11 99
TOTAL				75	106	181

Summary of attendance for the aflatoxin and EAC harmonized maize standards Village level trainings in Kongwa, Tanzania

Date	Village	Participants		
		Female	Male	Total
22/9/2011	Pandambili	48	32	80
22/9/2011	Hembahemba	36	44	80
23/9/2011	Kibaigwa	22	38	60
23/9/2011	Lenjulu	39	31	70
24/9/2011	Mkoka	38	34	72
24/9/2011	Matongolo	20	40	60
25/9/2011	Hogolo	36	38	74
25/9/2011	Songambebe	38	29	67
Total		277	286	563

b) Trainings Conducted

A total of 42 (20 or 47% of them being female) FBO members were trained in two (2) ToTs on Warehouse Management and Farmer Organization (FOs) Record Keeping Management, all conducted in Kibaigwa, Tanzania

In Trans Mara, CGA conducted training on PHH from 6th-9th September where a total of 109 farmers, 47 being women benefited. The EAC Harmonized Maize Standards leaflets were also distributed to the farmers during this training. A joint effort by CGA field staff and WFP team conducted gender sensitization and awareness roll out village level trainings where a total of 92 farmers attended with 47 being women. This was from 20th – 23rd September, 2011. The training was meant to carry out a gender analysis to ascertain the gains women get in the cereal subsector value chain and how women should benefit from the huge work load they are engaged in the value chain. So what came out? What are the factors hindering them from gaining? What remedial measures? What is planned to happen after the survey? How will the message on remedial measures get passed on to the community?

All the trainings were conducted by CGA project staff, WFP team and well trained, experienced and tested Consultant trainers drawn from the CGA pool of trainers.

Summary of ToT and GLT trainings provided to farmer groups

Topic and date	Beneficiaries			Comments
	Women	Men	Total	
Post Harvest Handling – pre harvest preparations, post harvest and stores management) (6 th – 9 th September 2011)	47	62	109	The Trainings were held at the following four (4) venues; Oldonyo Rasha – 37; w - 24, Kondamet - 17; w – 7, Olopi- 23; w – 7 & Abbosi – 32; w – 9 respectively. NB: Training attendance was affected by the frequent rains starting in morning hours throughout the whole week
Gender roll out training (20 th - 23 rd September, 2011)	47	45	92	The gender awareness and sensitization roll out training took place at; Ndanai – 21; w - 11, Abuse – 32; W – 17, Oloiborsoito – 15; w 13 & Shankoe – 24; w – 6 in that order. NB: The training attendance was affected by the issuance of Mosquito nets by the government and due to the ongoing aggregation of maize and beans for joint marketing to WFP and other markets
Ware house management (ToT) (19-20 th July, 2011)	10	11	21	The venue was at Kibaigwa and the TOT facilitated by Fidelis Temu.
Records and record keeping (ToT) (21 st July, 2011)	10	11	21	The ToT was facilitated was Mr. Ndaro Magoti, a Consultant. The Training venue was Kibaigwa.
Total	114	129	243	

2. Enhancement of Storage Capacity and Store Equipment

Due to the persistent and limited access to suitable storage structures in most Trans Mara areas, CGA facilitated the FOs with the linkage and support to suitable stores. Ndanai Umbrella group were able to lease a store space at NCPB Ndanai while Romosha Farmers association group members are paying for the store CGA previously leased for three Farmer Organizations in that area. Shunnet Community based group is using a store belonging to one of its members with a capacity of 28MT while Tangi Cereal Growers and Nabul Akiti were supported by CGA to lease a 52MT capacity store at Indonyo Nkopit, Keiyan.

Through WFP- P4P, two FBOs, Lolgorian Grain Growers Self Help Group and Ndanai Umbrella Group were loaned two tarpaulins and one tarpaulin respectively. One weighing scale and a generator were also loaned to Nabul Akiti Self Help Group, a sub group of Shunnet CBO which is a registered WFP-P4P vendor.

FBOs in four bulking centres in Trans Mara were loaned three (3) collapsible drier kits, one (1) moisture metre, one (1) Weighing scale, two sieves, two (2) tarpaulins and pallets. Five thousand 90 kilo capacity gunny bags were also provided to all bulking centers to ease the congestion during aggregation especially during August/September when Trans Mara unexpectedly experienced wet weather.

Meanwhile the effort of sourcing funds and allotment letters for some FOs towards construction of their own stores is ongoing. Romosha Farmers Association is laying the foundation of its store this October.

In Kongwa, effort has been put to repair the available village storage facilities in Pandambili, Hogolo and Lenjulu stores. The village stores will be used for the issuance of the warehouse receipts. There has been communication with the Warehouse Licensing Board for registration of the stores in order to be operational in the coming season. To date two stores (Pandambili and Lenjulu) have been registered under class C. Hogolo and Kibagwa have been inspected and light repairs carried out. All the four stores are insured for a total of 1000MT.

In Trans Mara, three (3) Wiikhalls each with a 450 MT storage capacity were withdrawn from Trans Mara and moved to North Eastern Kenya and Turkana area to assist in the humanitarian efforts food distribution in these drought stricken areas. This is in addition to the four 40 MT capacity Wiikhalls moved earlier. The move reduced the installed storage capacity in the area by a total of 1,510MT. Putting up good storage structures at the bulking centers will improve the situation where the farmers' margins from joint sales are significantly eroded by post harvest losses and unscrupulous middlemen.

Equipments provided to farmer groups during the quarter

Topic	Beneficiaries			Comments
	Women	Men	Total	
Storage (August 2011)	8	8	16	CGA assisted to lease a store with a capacity of 52 MT for Tangi and Nabul

Topic	Beneficiaries			Comments
	Women	Men	Total	
				Akiti groups for the aggregation of 56 MT beans and 112 MT of Maize at Indonyo Nkopit Junction, Keiyan
Equipments provided (September 2011)	274	293	567	WFP-P4P (3 tarpaulins, 1 weighing scales, 1 generator) CGA through a grant from USAID-COMPETE (3 collapsible driers, 2 tarpaulins, 1 sieve, 1 moisture meter, 1 weighing scale, 27 Pallets, 5000 empty 90-kgs gunny bags)
Total	282	301	583	

3. Joint Produce Consolidation and Selling

In Trans Mara, the cost of food items like maize and beans remained high and steady. The effect spread even to the current FDC contract where the market price almost doubled for both maize and beans above the floor price of UD \$ 222 and US \$ 411 per metric tonne respectively.

The delivery to WFP P4P through the FDC contract by 6 contracted FBOs at each bulking centers is in progress and most of the supply (1,100 MT) out of 1320 MT is expected to be fulfilled over the month of October 2011. By the end of September 38.5MT of beans worth US\$ 27,847 had been uplifted. However 27.9MT of beans, 218MT and 135MT of maize were under fumigation and re-bagging respectively. A further 146MT of maize and 67MT of beans were ready for sampling and/or rebagging.

Meanwhile the farmers made joint sales to traders, schools and to organizations offering feeding programmes in Trans Mara such as; Good Neighbours and COMPASSION as well as Farm Secure to a tune of US\$ 450,051 for 1,150MT of Maize and US\$ 18,443 of 27.66MT for beans. Some of the FOs that sold to the above organizations includes; Romosha Farmers Association, Angata Farmers, Rotet Women group, Oldonyo Orok Marketing Self Help Group, Ogilgei youth Group, Oldonyo Orok Maendeleo women group, Angata FADC, Nabul Akiti - Sub group of Shunnet CBO and Nchoroi.

However, most of the tonnage (78%) from Trans Mara was purchased by individual traders coming from Kisii, Kisumu and Eldoret as well as the local traders whose contacts are with CGA records. The National Cereals and Produce Board (NCPB has leased a store at Oldonyo Orok where the farmers are delivering at Kshs. 3,000 per 90kg bag. So far only 9.73MT has been delivered. Though the NCPB idea came late, it was welcome. This kind of market scenario is working very well for the farmers as they are now accessible to various alternative markets in the area with NCPB and FARM SECURE looking for the farmer at the village level. This will in the end put more money in the farmers' pockets and improve the structure of the markets at the village level.

In Kongwa, Tanzania Cereal Growers of Kongwa (CGoK) was awarded the first tender of 65MT by WFP. Later CGOK was awarded an additional tender of 220 MT. The 65MT of maize was awarded earlier in June by WFP P4P at a price of US\$ 330.72 per MT ex ware house and US\$ 350.93 per MT delivered to Dodoma. 65MT has been delivered and paid while 150MT part of 220MT has been delivered and the payment is being processed. The 65 MT stock was contributed by 23 farmers (10 or 43% being women) while that of 150 MT was contributed by 67 farmers, 41 being women. 70MT will be delivered by 16th October 2011.

Summary Details for Jointly Sold Produce July - September 2011

Crop	Buyer	Volume bulked (MT)	Sold Volume (MT)	Value of Sales (US\$)	No. of beneficiaries
Maize	WFP -Kenya	678.21	-	-	-
	WFP-Tanzania	285	215	75,450	90 farmers Women= 51
	Sales to Traders/schools	920.74	881.16	356,215	203 Women = 69
	Farm Secure/Good Neighbours/Compassion	268.23	268.23	93,836	77 Women= 18
	NCPB	9.73	9.73	3,600	3 farmers Women = 1
Beans	WFP	141.7	38.5	27,847	25 Farmers Women = 6
	Sales to Traders/schools	76.16	27.66	18,443	21 farmers Women = 8
Sorghum	Kenya seed	47.7	-	-	17 Farmers Women = 10
Sun flower	Kenya seed	17.3	17.3	9,612	17 farmers Women = 10
Totals		2444.77	1457.58	585,003	453 Farmers Women = 183

Exchange rate (USD 1= KES 90, Tshs 1,500)

4. Other activities

9th Business fair – This was held on 28th – 29th July 2011 at the Rift Valley Institute of Science and Technology (RVIST) in Nakuru. At the demo site there were 176 demo plots of different varieties of crops planted and maintained by CGA. 72 exhibitors showcased their products and technologies to the farmers. From Trans Mara, 42 farmers (16 women) attended the business fair. The farmers were supported with a one way transport to attend the fair. This Business Fair was jointly organized by CGA, Rift Valley Institute of Science and Technology (RVIST) and East African Grain Council (EAGC).

Farmers' exposure tour - This year 18 farmers and 4 CGA staff from Trans Mara visited Kongwa in Tanzania. The exposure exchange tour took place from 1st – 4th August 2011. This was a reciprocal meeting following the last year's visit by Tanzanian farmers to Kenya, where farmers from both countries exchanged ideas on farming and marketing activities in the cereal sub sector value chain. The 22 participants were flagged off from Nairobi CGA offices by the USAID COMPETE and AGRA representatives, CGA chairman and the CGA CEO. While in Tanzania the delegation from Kenya met with 11 other farmers (4 women and 8 men) from Tanzania for an experience sharing. The areas visited were Pandambili stores, Kibaigwa International Market, Kibaigwa Saccos and Lenjulu stores.

Market Information Systems (KACE commodities price bulletin) – under the current Forward Delivery Contract (FDC) the farmers have an opportunity to access the price information bulletin for commodities in Trans Mara courtesy of WFP-P4P. The price information is further written on the market information blackboards provided to each of the bulking centers courtesy of USAID COMPETE and AGRA.

Participation in Nanenane National Agricultural exhibitions- This is an annual national event in Tanzania in which all agricultural stakeholders meet to demonstrate and showcase what they are doing. The purpose of participation for CGOK and CGA was to meet with the agro input dealers so as to link farmers to access quality improved seeds and other inputs. There was a negotiation between Kilosa and Uyole Agricultural institutes on how to collaborate starting with the soil sampling and testing research in Kongwa district and to recommend the types of hybrid maize seeds best suited in the area. This will also open an opportunity for CGOK to operate an agro inputs center in Kongwa.

5. Challenges faced

- ***Delay in supply to WFP by farmers***– this was due to above normal rains that was experienced in Trans Mara during the quarter that hindered the drying process. However WFP added more time for the FOs to supply the grain. The wet weather during August and part of September led to delays in creating space for other farmers waiting to deliver for aggregation hence congestion leading to some farmers selling to traders, schools, school feeding and food for fees programmes.
- ***Lack of enough storage space*** – The lack of adequate storage facilities especially at the peak of harvesting persisted. With the moving of a 1510 MT worth of Wiik hall stores from Trans Mara there has been a challenge of enough storage space to bulk both the beans and maize contracted in Trans Mara.

6. Lesson learned and recommendation

- There is a need to have continued capacity building especially in training on good agronomic practices on maize and beans crops. For instance, the beans supplied

for aggregation was mostly of mixed varieties making it expensive and time consuming to sort.

7. Activities for the Next quarter

- Continued implementation of the contracts
- Capacity building through trainings
- Registration of FOs into Umbrella groups as vendor
- The distribution of the EAC harmonized standards leaflets and the monitoring of the use of the aflatoxin testing kits and collapsible driers by the farmers in the field.